

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 USIA-15 /036 W
-----151016Z 045803 /11

R 141502Z FEB 77
FM AMEMBASSY VIENNA
TO SECSTATE WASHDC 0796
USDOC WASHDC

UNCLAS SECTION 1 OF 4 VIENNA 1176

FOR WAG

EO 11652: N/A
TAGS: BEXP, AFSP
SUBJ: PREPARATION OF FY-78 CCP

REF: STATE A-5960

1. EMBASSY'S RECOMMENDATIONS FOR CONTENT SECTIONS II-IV OF
78 CCP FOLLOW:

2. SECTION II- PERSONNEL RESOURCE LIST
1.0 ECONOMIC/COMMERCIAL PERSONNEL

1.1 GENERAL PROGRAM

AMEMBASSY VIENNA

E/C OFFICER-COUNSELOR FOR ECONOMIC/COMMERCIAL
AFFAIRS;

E/C OFFICER-ECONOMIC OFFICER;

E/C OFFICER-COMMERCIAL ATTACHE;

E/C OFFICER (SCIENCE & ENERGY OFFICER);

E/C OFFICER-ASSISTANT COMMERCIAL ATTACHE;

E/C OFFICER (EXPORT ADMINISTRATION/

ECONOMIC DEFENSE);

SECRETARY;

SECRETARY;

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COMMERCIAL ADVISOR (TOPS, MARKET ANALYSIS,
ECONOMIC REPORTING, BUSINESS ASSISTANCE);
COMMERCIAL ADVISOR (EAST/WEST TRADE);
ECONOMIC REPORTING SPECIALIST (FISCAL/
MONETARY);
EAST/WEST TRADE SPECIALIST (EAST/WEST TRADE,
EXPORT ADMINISTRATION, CIVIL AVIATION);

ECONOMIC ADVISOR (INDUSTRY SPECIALIST,
TOPS, ADS);
COMMERCIAL ADVISOR (FBP, TOPS, ADS, COM'L
NEWSLETTER);
ECONOMIC ADVISOR (SCIENCE/TECHNOLOGY, TOURISM,
TELECOMMUNICATIONS);
COMMERCIAL RESEARCH ASST (WTDRS, COMMERCIAL
LIBRARY, BUSINESS SERVICES);
COMMERCIAL RESEARCH ASST (COMMERCIAL LIBRARY,
WTDRS, FTI, BUSINESS SERVICES);
CLERK-TYPIST;
CLERK-TYPIST;
CLERK-TYPIST.

AMCONSULATE SALZBURG

CONTRACT EMPLOYEE (ALL COMMERCIAL MATTERS)

2.0 CONTRIBUTORY PERSONNEL

AMEMBASSY VIENNA

DIRECTOR, US TRADE FAIR SUPPORT OFFICE

3. RECOMMENDED CAMPAIGNS (IN DECREASING PRIORITY ORDER)

ARE:

A) PRODUCTION EQUIPMENT, TEST INSTRUMENTS AND COM-
PONENTS FOR THE ELECTRONICS INDUSTRY.

OBJECTIVE AND RATIONALE:

CURRENT EFFORTS OF THE AUSTRIAN ELECTRONICS INDUSTRY,
A SEGMENT OF THE COUNTRY'S ELECTRICAL INDUSTRY COMPRISING
300 COMPANIES WITH ABOUT 70,000 EMPLOYEES, AIM AT THE
INTRODUCTION OF NEW HIGHLY SOPHISTICATED PRODUCTION LINES
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AND AT INCREASE THE OUTPUT OF OTHER PRODUCTS BY
EMPLOYING NEW TECHNOLOGIES AND ADVANCED MANUFACTURING
EQUIPMENT. AUSTRIAN AUTHORITIES ARE ANXIOUS TO SUPPORT
THESE ENDEAVORS WHICH WILL HELP TO INCREASE THE
INDUSTRY'S COMPETITIVE POSITION, PROTECT JOBS AND REDUCE
THE COUNTRY'S TRADE DEFICIT IN THE LONG RUN. TOTAL
DEMAND FOR PRODUCTION EQUIPMENT FOR THE ELECTRONICS
INDUSTRY, WHICH RAN TO ABOUT \$20 MILLION PER ANNUM IN
RECENT YEARS, IS EXPECTED TO RISE AT AN AVERAGE RATE OF
AT LEAST 5 PERCENT IN THE YEARS AHEAD. US MANUFACTURERS
OF MANUFACTURING EQUIPMENT, TEST INSTRUMENTS AND
SIMILAR ITEMS, WHO PRESENTLY COVER ABOUT 8.5 PERCENT OF
TOTAL DOMESTIC DEMAND, ARE IN A POSITION TO CAPTURE A
SIGNIFICANT SHARE OF THE MARKET THAT IS EMERGING FROM
STRUCTURAL CHANGES PLANNED IN THIS SECTOR. THE EMBASSY
WILL OPERATE A BIO AND CATALOG SHOW AT THE IE'77
EXHIBITION SCHEDULED FOR NOVEMBER 1977 IN VIENNA AND
PROMOTE FOREIGN BUYERS VISITS TO NEPCON CENTRAL IN
ROSEMONT, ILLINOIS, SEPTEMBER 1978.

CAMPAIGN ACTIONS & CUMULATIVE MILESTONES

CAMPAIGN ACTIONS DEC MAR JUN SEPT

31 31 30 30

1. PREPARE AND MAIL PROMOTIONAL
MATERIAL FOR IE '77 BIO AND
CATALOG SHOW IN NOVEMBER X

2. CONTRACT MAJOR IMPORTERS, DIS-
TRIBUTORS AND END-USERS TO
PROMOTE ATTENDANCE AT BIO X
3. PREPARE ARTICLE FOR PUBLICATION
IN COMMERCIAL NEWSLETER AND
OTHER MEDIA CENTERING ON BIO
AND CATALOG SHOW AT IE '77 X

4. HOLD RECEPTION FOR BUSINESSMEN
AND PRESS REPRESENTATIVES TO
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OBTAIN WIDEST PUBLICITY FOR BIO
AND CATALOG SHOW X

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FOR WAG

DEC MAR JUN SEPT
31 31 30 30

5. ERECTION OF BOOTH FOR BIO

AND CATALOG SHOW X

6. OPERATE BIO AND CATALOG SHOW
AT IE '77 X

7. REPORT TOPS AND REPRESENTA-
TION REQUESTS DEVELOPED
DURING BIO X X

8. INFORM US COMPANIES PARTICIPAT-

ING IN CATALOG SHOW OF RESULTS X

9. MAKE FOLLOW-UP CALLS ON END-USERS
AND PRINCIPAL DISTRIBUTORS WHO
ATTENDED BIO TO DEVELOP
ADDITIONAL TOPS AND LOCATE
FURTHER COMPANIES INTERESTED IN
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REPRESENTING US COMPANIES X X

10. IDENTIFY OTHER DISTRIBUTORS
INTERESTED IN OBTAINING
REPRESENTATIONS AND DEVELOP TOPS X X

11. PROMOTE FOREIGN BUYER VISITS TO
NEPCON CENTRAL IN ROSEMONT,
ILLINOIS (SEPT 1978) X X
B) COMPUTERS AND PERIPHERAL EQUIPMENT.
OBJECTIVE AND RATIONALE:

AVAILABLE MARKET INFORMATION INDICATES THAT THE
AUSTRIAN BUSINESS COMMUNITY WILL CONTINUE TO ADOPT
COMPUTER BASED BUSINESS SYTERMS FOR THE NEXT FEW YEARS.
IMPORTS OF ELECTRONIC DATA PROCESSING EQUIPMENT ARE
EXPECTED TO GROW BY ABOUT 7 PERCENT ANNUALLY BETWEEN
1976 AND 1980. IN ABSOLUTE FIGURES, THE AUSTRIAN MARKET
IS LIKELY TO ABSORB \$87 MILLION WORTH OF EDP EQUIPMENT
IN 1980, 96 PERCENT OF WHICH WILL BE IMPORTED. THE
WIDELY RESPECTED TECHNICAL EXCELLENCE OF US PRODUCTS IN
THIS FIELD SHOULD MAKE PROMOTIONAL EFFORTS AT INTRODUC-
ING NTM FIRMS PARTICULARLY REWARDING. US INDUSTRY
SHOULD BE ABLE TO INCREASE ITS SHARE IN THE AUSTRIAN
MARKET FROM 17 PERCENT IN 1975 TO ABOUT 23 PERCENT IN
1980. A BUSINESS EQUIPMENT TRADE MISSION FOR AUSTRIA
IS CONTEMPLATED FOR FEBRUARY 1978. THE PRODUCT MIX OF
THE TRADE MISSION SHOULD INCLUDE EDP EQUIPMENT.
SPECIAL EFFORTS WILL BE MADE TO FOLLOW-UP NEW TRADE

LEADS DEVELOPED AT THE IFABO-BIO IN MAY 1977 AND, DURING
THE TRADE MISSION, TO IDENTIFY SPECIFIC INTERESTS IN US
COMPUTING EQUIPMENT AND REPORT EXPORT TRADE
OPPORTUNITIES.

| CAMPAIGN ACTIONS | CUMULATIVE MILESTONES | | | |
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1. FOLLOW-UP NEW LEADS
DEVELOPED AT IFABO-BIO IN
MAY 1977 /

2. PREPARE MAILING LIST FOR
TRADE MISSION (TM) IN
FEBRUARY 1978 X X

3. INCLUDE SPECIAL FEATURE AND
ANNOUNCEMENT OF TM IN DEC/
JAN ISSUE OF COMMERCIAL
NEWSLETTER X

4. ASSIST TM ADVANCE OFFICER
IN PREPARATIONS X X

5. PREPARE AND DISTRIBUTE
PRESS RELEASE ON TM X

6. PREPARE AND MAIL TM INVITA-
TIONS AND PROMOTIONAL MATERIAL
TO INTERESTED END-USERS,
AGENTS, AND DISTRIBUTORS X

7. ORGANIZE PRESS CONFERENCE &
RECEPTION FOR TM X

8. ARRANGE APPOINTMENTS FOR TM
MEMBERS AND ASSIST IN
BUSINESS MEETINGS X

9. PREPARE FINAL TM REPORT X

10. FOLLOW-UP NEW LEADS DEVELOPED
IN CONNECTION WITH TM WHICH
DID NOT RESULT IN ANY
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NEGOTIATIONS WITH TM

MEMBERS X X

11. MAKE MINIMUM OF 10 CALLS ON

END-USER ORGANIZATIONS TO

DETERMINE PURCHASING PLANS X(5) X(5)

C) BIO-MEDICAL EQUIPMENT.

OBJECTIVE AND RATIONALE:

THERE ARE OVER 300 HOSPITALS IN AUSTRIA. THE 17
LARGEST GENERAL HOSPITALS, INCLUDING THE THREE NATIONAL
UNIVERSITY MEDICAL CENTERS, ACCOUNT FOR APPROXIMATELY

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ACTION EB-08

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FOR WAG

27 PERCENT OF THE 80,000-PLUS HOSPITAL BEDS IN AUSTRIA
AND OVER 50 PERCENT OF TOTAL GENERAL HOSPITAL BEDS.
RESPONSIBILITY FOR FORMULATING AND EXECUTING THE
NATIONAL HEALTH PLAN HAS BEEN INVESTED IN THE FEDERAL
MINISTRY OF PUBLIC HEALTH AND ENVIRONMENTAL PROTECTION.
THIS MINISTRY HAS AN ESTIMATED BUDGET OF \$109 MILLION
FOR 1977; IT ACTUALLY EXPENDED \$103 MILLION IN 1975.
THIS BUDGET INCLUDES CONTRIBUTIONS FOR CONSTRUCTION OF
HOSPITALS. ADDITIONALLY, SUBSTANTIAL EXPENDITURES WILL
BE MADE BY PROVINCIAL AND MUNICIPAL GOVERNMENTS.
AUSTRIA IS ALMOST COMPLETELY DEPENDENT UPON IMPORTS FOR
ITS BIOMEDICAL EQUIPMENT. WEST GERMAN COMPANIES MORE
OR LESS DOMINATE THE AUSTRIAN MARKET, AND MANY SERVE
THEIR AUSTRIAN ACCOUNTS FROM MAIN SALES OFFICES IN

GERMANY. THERE IS AN INCREASING DEMAND FOR SOPHISTICATED EQUIPMENT AND US FIRMS ARE LEADING INNOVATORS HERE. THERE HAS BEEN A NATIONWIDE FUND DRIVE FOR CANCER RESEARCH AND FOR INSTITUTIONS FOR CANCER DIAGNOSIS AND THERAPY. EMBASSY VIENNA PLANS TO OPERATE A MEDICAL EQUIPMENT CATALOG SHOW AT THE IFAS-INTERNATIONAL SPECIALIZED EXHIBITION OF DOCTORS' AND HOSPITAL SUPPLIES, SCHEDULED TO TAKE PLACE IN SALZBURG SIMULTANEOUSLY WITH THE INTERNATIONAL MEDICAL CONGRESS, IN THE LATTER PART OF MARCH OR EARLY APRIL 1978.
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| CAMPAIGN ACTIONS | CUMULATIVE MILESTONES | | | |
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| | 31 | 31 | 30 | 30 |

1. PREPARE MAILING LIST FOR
IFAS/CATALOG SHOW X

2. PREPARE AND MAIL INVITATIONS
TO IFAS/CATALOG SHOW X

3. UNDERTAKE PERSONAL CALLS
AMONG ENDUSERS TO DEVELOP
TOS AND GENERATE INTEREST IN
THE IFAS/CATALOG SHOW 5 20

4. DRAWING UPON AVAILABLE USIA/
USIS MEDIA SERVICES, PLACE THREE
PRE-CATALOG SHOW ARTICLES ON
US BIO-MEDICAL TECHNOLOGY IN
TRADE PUBLICATIONS/COMMERCIAL
NEWSLETTER X

5. COORDINATE POST ACTIONS WITH
CONSULATE SALZBURG (KEY PROSPECT
CALLS, TOS, MAILING LISTS, ETC.) X

6. HOLD CATALOG EXHIBIT (ORGANIZE,
CONSTRUCT AND MAN BOOTH) AT
IFAS X

7. PREPARE AIRGRAM AND FINAL REPORT
ON IFAS/CATALOG SHOW X

8. PREPARE SIX-MONTH FOLLOW-
UP ON RESULTS OF IFAS/
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CATALOG SHOW X

9. PREPARE INPUTS FOR FTI 5 15

10. UPDATE THE FEBRUARY 1973
INTERNATIONAL MARKET SURVEY
OF BIO-MEDICAL
EQUIPMENT SALES
OPPORTUNITIES-AUSTRIA X

4. OUR RECOMMENDATIONS FOR OTHER SPECIAL POST EFFORTS
(IN DECREASING PRIORITY ORDER) FOLLOW.

A. ACTIVITY NO. 5 MAJOR PROJECTS

DESCRIPTION/JUSTIFICATION

AUSTRIA'S RECOVERY FROM ITS 1975 RECESSION, ITS COMPARATIVE
LOW RATE OF UNEMPLOYMENT AND INFLATION, AND FAIRLY OPTIMISTIC
FORECAST OF A 4-5 PERCENT GROWTH IN GNP IN 1977 MAY ENCOURAGE
THE GOA TO MOVE AHEAD MORE RAPIDLY WITH SEVERAL MAJOR PRO-
JECTS WHICH HAD BEEN PROGRESSING SLOWLY. THOUGH IS BEING
GIVEN TO THE CONSTRUCTION OF A SECOND NUCLEAR POWER PLANT,
AND MORE TENDERS MAY BE LET FOR THE COUNTRY'S JOINT CIVIL-
IAN-MILITARY AIR TRAFFIC CONTROL SYSTEM. ANOTHER BRIDGE
OVER THE DANUBE, TO REPLACE ONE NOW IN POOR CONDITION, MAY
BE BUILT DURING THE PERIOD. THE EMBASSY'S GOAL IS TO
OBTAIN AT LEAST ONE U.S. COMPANY, OR CONSORTIUM OF U.S.
COMPANIES, TO BID ON EACH OF THE MAJOR PROJECTS WHICH
WILL EMERGE DURING FY 78, AND TO ASSIST THESE COMPANIES
IN OBTAINING THE CONTRACT FOR BOTH CONSTRUCTION AND EQUIPMENT.
ACTIONS TO BE TAKEN

1. THE EMBASSY'S ECONOMIC/COMMERCIAL STAFF WILL
GIVE GREATER EMPHASIS TO DEVELOPING BETTER CONTACTS
AMONG THE RESPONSIBLE DECISION-MAKERS FOR EACH OF THESE
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PROJECTS, AND WILL MAKE PERIODIC CALLS TO DETERMINE
THE STATUS OF EACH PROJECT.

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2. THE E/C OFFICER OR COMMERCIAL SPECIALIST
ASSIGNED TO FOLLOW AND REPORT ON EACH PROJECT WILL PROVIDE
DATA ON U.S. FIRMS'S CAPABILITIES, AND GENERALLY BE
AS HELPFUL AS POSSIBLE TO GOA AUTHORITIES, ALL THE TIME
TRYING TO ORIENT THE LATTER TOWARD THE SELECTION OF U.S.
TECHNOLOGY AND EQUIPMENT.

3. A LIST OF POTENTIAL LOCAL PARTNERS FOR EACH PRO-
JECT WILL BE COMPILED FOR USE BY U.S. FIRMS REQUIRING
SUCH PARTNERS IN ORDER TO QUALIFY AS BIDDERS.

B. ACTIVITY NO. 6 CONSUMER GOODS

DESCRIPTION/JUSTIFICATION

ALTHOUGH U.S. SONSUMER GOODS, OR AT LEAST CERTAIN CATEGORIES
THEREOF, MAY FIND A READY MARKET IN AUSTRIA, MARKETING DATA
IS INSUFFICIENT ON WHICH TO BASE A FULL-FLEDGED CAMPAIGN.
TO DATE, THE EMBASSY'S ATTEMPTS TO PROMOTE CONSUMER GOODS HAVE
RELIED MAINLY ON GUESTIMATES. TO REMEDLY THIS, MARKET
RESEARCH AND ANALYSIS SHOULD BE CONDUCTED DURING FY78
OR EARLIER, POSSIBLY LEADING TO THE REINSTATEMENT OF THIS
CATEGORY AS A CAMPAIGN IN FY79.

ACTIONS TO BE TAKEN:

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1. COMMERCE WILL FUND A CONSUMER-GOODS MARKET
STUDY EARLY IN FY78.

2. IF COMMERCE FUNDS ARE NOT AVAILABLE, THE POST
WILL CONDUCT THE MARKET STUDY TO THE EXTENT POSSIBLE UNDER EXISTING

RESOURCES, INCLUDING STATISTICAL DATA ON IMPORTS, PRICE COMPARISON, AND CALLS ON LOCAL IMPORTERS, WHOLESALERS AND RETAILERS, TO IDENTIFY THOSE SUB-CATEGORIES OF GOODS WITH THE HIGHEST SALES POTENTIAL. BY JULY 1978, THE POST WILL SUBMIT TO COMMERCE THE RESULTS OF THIS STUDY ALONG WITH RECOMMENDATIONS FOR CONSUMER GOODS PROMOTION IN FY1979.

3. THE POST WILL ASSIST IN ORGANIZING A GERNGROSS IN-STORE PROMOTION SCHEDULED FOR OCTOBER 1978.

C. ACTIVITY NO. 7 SPRECHTAGE

DESCRIPTION/JUSTIFICATION

THE EMBASSY WILL CONTINUE TO HOLD "SPRECHTAGE" (BUSINESS CONSULTATION DAYS) TO MAINTAIN CLOSE CONTACT WITH THE AUSTRIAN BUSINESS COMMUNITY OUTSIDE OF VIENNA AND TO DEVELOP TRADE AND LICENSING/INVESTMENT OPPORTUNITIES IN THESE AREAS:

- A. LINZ, UPPER AUSTRIA (1)
- B. GRAZ, STYRIA (1)
- C. INSSBRUCK, TYROL (1)
- D. FELDKIRCH, VORARLBERG (1)

IN ADDITION, ONE SPRECHTAG WILL BE ORGANIZED IN VIENNA TO PROVIDE REPRESENTATIVES OF STATE TRADE PROMOTION OFFICES IN EUROPE AN OPPORTUNITY TO MEET WITH THE

LOCAL BUSINESS COMMUNITY.
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ACTIONS TO BE TAKEN:

1. MAINTAIN CLOSE LIAISON WITH PROVINCIAL CHAMBERS OF COMMERCE;

2. ESTABLISH TIME TABLE FOR SPRECHTAGE IN CONJUNCTION WITH EACH PROVINCIAL CHAMBER;

3. MAKE ALL NECESSARY PREPARATIONS TO INSURE THE SUCCESS OF EACH SPRECHTAG, AND REPORT TRADE OPPORTUNITIES GENERATED. FOR VIENNA, ENCOURAGE STATE ECONOMIC/TRADE REPRESENTATIVES TO PARTICIPATE.

D. ACTIVITY NO. 8 FOREIGN BUYER PROGRAM

DESCRIPTION/JUSTIFICATION:

ALTHOUGH THE EMBASSY'S FBP NOW FUNCTIONS SATISFACTORILY AND HAS BEEN MODESTLY SUCCESSFUL, IT IS BELIEVED THAT INCREASED STIMULUS TO AUSTRIAN BUSINESSMEN, BY OFFERING THEM MORE INCENTIVE TO TRAVEL TO THE U.S. AND VISIT U.S. TRADE SHOWS, COULD RESULT IN GREATER POSITIVE RESPONSE. THE POST WILL FULLY PROMOTE 8 FOREIGN BUYER SHOWS DURING FY 78.

ACTIONS TO BE TAKEN:

1. EXPLORE THE POSSIBILITY OF WORKING OUT ARRANGEMENTS WITH ONE OR MORE TRAVEL AGENCIES, BEGINNING WITH AMEXCO, A PROGRAM UNDER WHICH AUSTRIAN TRAVELERS CAN BE OFFERED PACKAGE TOURS INCLUDING SIGHTSEEING, HOTELS, LOCAL TRANSPORTATION TO NEIGHBORING ATTRACTIONS, ALONG WITH THEIR TRAVEL TO THE U.S. TRADE SHOW SITE.

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2. ATTEMPT TO ALSO REDUCE THE COST OF TRAVEL TO THE BUSINESSMEN THROUGH SUCH PACKAGE TOURS, AND WHENEVER POSSIBLE, BY ORGANIZING CHARTER FLIGHTS OR OTHER FORMS OF GROUP TRAVEL.

3. MAKE PERSONAL CALLS ON THE HEADS OF TRADE ASSOCIATIONS, ON CHAMBERS OF COMMERCE AND OTHER ORGANIZATIONS TO PROMOTE TRIPS TO U.S. SHOWS.

4. INSTITUTE A LONG RANGE WORK SCHEDULING SYSTEM WHICH WILL MAKE POSSIBLE BETTER COORDINATION OF FOREIGN BUYER PROGRAM PROMOTIONS AND OTHER SECTION ACTIVITIES.

5. CONTINUE DEVELOPING SPECIALIZED MAILING LISTS ON TAPE TO ELIMINATE REPETITIVE TYPING.

E. ACTIVITY NO. 9 COMMERCIAL NEWSLETTER

MAKE BETTER USE OF THE COMMERCIAL NEWSLETTER AS PROMOTIONAL TOOL FOR CCP CAMPAIGNS, FOREIGN BUYER PROGRAM, AND GENERAL EXPORT EXPANSION EFFORTS. FIVE ISSUES WILL CONTINUE TO BE PUBLISHED DURING THE CALENDAR YEAR.

ACTIONS TO BE TAKEN:

A) CONTINUE DEVOTING PART OF THE NEWSLETTER TO THE CCP CAMPAIGNS THROUGH SPECIAL INDUSTRY SUPPLEMENTS INCLUDING INFORMATION ON SPECIFIC BUSINESS PROPOSALS

AND RELATED US FAIRS.

B) DEVELOP APPROPRIATE SPECIALIZED MAILING LISTS
FOR DISTRIBUTION OF NEWSLETTERS CONTAINING FEATURE
SECTIONS ACCORDING TO PARA 1.

C) INCLUDE DETAILED INFORMATION ON FOREIGN
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BUYER PROGRAM SHOWS.

D) SELECT NEW PRODUCTS FOR INCLUSION IN NEWSLETER
ON BASIS OF READER EXPRESSION OF NEW PRODUCT INTEREST.

E) EXTEND INCLUSION OF BUSINESS PROPOSALS SUBMITTED
BY STATE OFFICES IN EUROPE.

5. MAIN LINES OF ABOVE PROGRAM HAVE BEEN DISCUSSED WITH
USIS VIENNA. MEEHAN

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Message Attributes

Automatic Decaptioning: X
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Concepts: n/a
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Copy: SINGLE
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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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From: VIENNA
Handling Restrictions: n/a
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Legacy Key: link1977/newtext/t19770242/aaaablrc.tel
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Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3325018
Secure: OPEN
Status: NATIVE
Subject: PREPARATION OF FY-78 CCP
TAGS: BEXP, AFSP
To: STATE COM
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/104fcec6-c288-dd11-92da-001cc4696bcc
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